

Message Text

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ACTION NEA-16

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FM AMEMBASSY KUWAIT

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C O N F I D E N T I A L KUWAIT 3756

COMMERCE FOR MAJOR EXPORTS DIVISION
FROM EMBASSY DOHA

E.O. 11652: GDS

TAGS: ETRD, QA, BEXP

SUBJECT: CONSULTANT FOR NEW OIL REFINERY.

1. WE HAVE RECEIVED A NUMBER OF CONFLICTING REPORTS ON STATUS
OF CHOOSING CONSULTANT FOR NEW REFINERY PROJECT HERE WITH
CAPABILITY OF 150 THOUSAND B/D.

2. GOVT SOURCE HAS TOLD US THAT CLOSING DATE FOR BIDS IS
SEPT 15 AND THAT TWO AMERICAN FIRMS ARE IN RUNNING: BONNER
& MOORE CO. OF HOUSTON, TEXAS, AND SUBSIDIARY OF FLUOR CORP., AND
U.O.P. MANAGEMENT SERVICES OF DES PLAINES, ILL.

3. ON OTHER HAND, A BUSINESS SOURCE HAS INFORMED US THAT
ALTHOUGH CONSULTANT HAS YET NOT RPT NOT OFFICIALLY BEEN NAMED,
THE AMIR, DURING HIS RECENT VISIT TO LONDON, DECIDED ON
CREMER AND WARNER, 140 BUCKINGHAM PALACE ROAD, LONDON,
AS CONSULTANT. THIS SOURCE COMMENTED THAT ALTHOUGH GOQ WILL
GO THROUGH MOTIONS OF EVALUATING VARIOUS BIDS, AMIR'S
DECISION IS GOVERNING FACTOR. BONNER & MOORE REPRESENTATIVES
HAVE BEEN IN DOHA AND ARE APPARENTLY ACTIVELY PURSUING CON-
SULTANT JOB. WE HAVE HEARD NOTHING ABOUT U.O.P. ACTIVITY, IF
ANY.

4. THIRTEEN FIRMS WERE INVITED TO SUBMIT BIDS FOR THE REFINERY
CONSULTING CONTRACT. BESIDES US COMPANIES, BRITISH, ITALIAN,
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WEST GERMAN, AND JAPANESE FIRMS WERE APPROACHED. THE CONS-

STRUCTION PROJECT IS SAID TO BE WORTH \$300 TO 350 MILLION.

5. I TOOK OPPORTUNITY DURING AUGUST 29 CONVERSATION WITH
AMIR TO PLUG FOR A CHOOSING OF AN AMERICAN COMPANY FOR THE
REFINERY JOB (SEPTEM).
STOLTZFUS

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